Army Service Strategy Panel (ASSP)

Briefing for the 2005 ACA Procurement Conference

HQ, ACA
Operations & Policy Directorate
Robert Friedrich

HQ, ACA ISO 9001:2000 CERTIFIED

Background

- Congress enacted Section 801 of the National Defense Authorization Action of FY02, Public Law 107-107 to improve the management approach for services contracts,

- Congress desires that DoD move to a more strategic and integrated approach to the acquisition of services and treat the acquisition of services as seriously as the acquisition of hardware/weapon systems.

Background

- Specifically, the act mandated that the Army:
  - Establish a management structure for procurement of services comparable to the Department of Defense (DoD) process for procurement of weapon systems;
  - Establish dollar thresholds and other criteria for approving service contracts; and
  - Collect and analyze data.

Background

Army

Management and

Oversight of the

Acquisition of

Services

Future

The government is increasingly an acquisition organization and federal agencies are no longer delivering services as much as they are managing those who do.

Stan Soloway, President Professional Services Council
Federal Computer Week, 21 March 2005

AMOAS Implementation

- The AMOAS implementation plan was approved by the Under Secretary of Defense (Acquisition, Logistics & Technology) (USD(ATL)) on February 7, 2003.

- Provides the Assistant Secretary of the Army (Acquisition, Logistics & Technology (ASA(ALT)) limited authority to delegate the review and approval of service acquisitions with a total planned dollar value of $500 million or more and service acquisitions identified by the Army Acquisition Executive (AAE) as Special Interest.

- Prior to approving any acquisition of services with a total planned value of $2 billion or more, the USD(ATL) must be notified.

DASA(P&P) Role

- The oversight of services acquisition is the shared responsibility of requiring activities, contracting activities, and the Army Acquisition Executive.

- On April 9, 2003, the ASA(ALT) re-delegated the authority to the Deputy Assistant Secretary of the Army (Policy & Procurement) (DASA(P&P)).

Exemptions

- The review and approval procedures of the AMOAS do not apply to service acquisitions that are:
  - Part of a weapon acquisition program
  - Automated information system

- These will be reviewed and approved as part of the program management process in accordance with Department of Defense Directive (DoDD) 5000.1, 5000.2.

ASSP Structure

- Acquisition of services with a total planned value of $500 million or more will be reviewed by the Army Service Strategy Panel (ASSP), chaired by the DASA(P&P).

- The ASSP provides a structured forum where issues requiring senior level consideration are presented and resolved.

- Standing ASSP members include the Deputy General Counsel (Acquisition), Assistant Secretary of the Army (Financial Management and Comptroller) (ASA(FM&C)), Director of Army Small Business, Director of the Army Contracting Agency and the senior representative from either the requirement or program management arena.

ASSPs are a Growth Industry

- To date, 14 Army acquisitions valued at above $500 million have been reviewed under these procedures.
- These acquisitions represent a total estimated value of over $41 billion.
- MANY additional service acquisitions are currently in the review and approval pipeline.

Thresholds

- Army Federal Acquisition Regulation Supplement (AFARS) Subpart 5137.5 provides coverage implementing these procedures.

- Additionally, Program Executive Offices, Direct Reporting Program Managers and Head of Contracting Activities are required to, at a minimum, review and approve service acquisitions not already supported in an approved program acquisition strategy under their cognizance with a total planned dollar value greater than $100 million and less than $500 million and any service acquisition designated as special interest by the review authority.

The Guidance Works Together

- The AMOAS, ASSP and associated AFARS coverage provides the requisite level of management and oversight envisioned by the statute and appropriate consideration of critical issues.

- This integrated approach provides the highest quality service acquisitions, which will ultimately enhance the support to the warfighters.

Lessons Learned

- Tell the story about your specific strategy—
  - What is challenging about the customer's mission that requires an innovative approach?
  - What kind of market research did you do to pulse the industry and how have you changed your strategy in response (i.e. subcontracting goals, PWS structure)?
  - Why is the approach a good business deal for the Army?
  - How does your strategy support socio-economic goals and objectives (not just bare minimums)?
  - How has small business participated in previous contracts?
  - Do the various stakeholders and staff elements concur?
  - What funds will you use (type distribution and availability) and how will you get them?
  - Are the metrics and the oversight of same practical (can obtain, can validate, address program goals and objectives)?
  - Is Congress interested in the program?
  - Have you considered using another DoD or federal contract to obtain this service at less cost?

Lessons about the process

- No surprises– if there are contentious issues inform us early and often
- Begin the coordination with important players early in the process (Legal, SADBU, SBA PCR, FM, customer)
- Follow the Benefits Analysis Guidebook for bundling analysis [http://www.acq.osd.mil/sadbu/news/guidebook.htm]
- Provide appropriate information on Industry Day or other contacts with industry

Getting DA SADBU Approval

- Be prepared to discuss market research in detail
- Discuss the NAICS code(s) selected and the opportunities for small businesses at that threshold
- The Small Business Administration must approve the DD 2579. If they do not, the Secretary of the Army has delegated his adjudication authority to Ms. Pinson.

Conclusion

Management and Oversight
of
the Acquisition of Services